

Message Text

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DRAFTED BY AF/C:RSTRAND/LTW

APPROVED BY AF/C:HJCOHEN

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FM SECSTATE WASHDC

TO AMEMBASSY KINSHASA

C O N F I D E N T I A L STATE 053282

E.O. 11652: GDS

TAGS: EIND, ENRG, CG, US

SUBJECT: OIL DISTRIBUTION

1. FOLLOWING IS TEXT OF MESSAGE FROM DEAN GULLION TO
AMBASSADOR VANCE RE VISIT TO KINSHASA BY MOBIL OIL DELEGA-
TION LED BY PRESIDENT OF MOBIL SOUTH, FANEUIL ADAMS:

QUOTE: FOLLOWING SUMMARIZES IMPRESSIONS. LETTER EN ROUTE.

A. I BELIEVE FYI REPEAT FYI COMPANY HAS MODERATED POSITION
SINCE FIRST SHOCK. WOULD PROBABLY ACCEPT AS BEST FORMULA
REALISTICALLY AVAILABLE TO IT MARKETING POSITION IN WHICH
IT SELLS PRODUCT EX-REFINERY GATE AND OPERATES ESSENTIALLY
AS PER STATUS QUO BUT WITH PETROZAIRE NAME ON OUTLETS.
HOWEVER, WOULD PREFER OPERATE AS IN PAST THUS SUPPLYING
"YARDSTICK OF EFFICIENCY" BY WHICH PETROZAIRE WOULD BE
MEASURED. THIS BELIEVED COMPARABLE TO EXISTING ARRANGE-
MENTS IN UK. MIGHT ALSO SETTLE FOR MANAGEMENT CONTRACT,
BUT THIS LEAST FAVORED OUTCOME. IF PETROFINA TAKES EQUITY
IN PETROZAIRE, SOME IN MOBIL BELIEVE THEY WOULD BE FORCED
SAME ROUTE.

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B. MOBILE WILL STRESS GOOD CITIZENSHIP. UNLESS CHILLED

BY MOBUTU'S FAILURE RECEIVE THEM OR UNLESS THEY ARE FORCED OUT, THEY CONTEMPLATE ESTABLISHING A "CHAIR" AT KINSHASA

CAMPUS AND HAVE PLANS FOR UPGRADING ZAIRIZATION IN CO-OPERATION FLETCHER.

C. WHEN I TALKED MOBUTU HE APPEARED COMPARATIVELY SYMPATHETIC TO MOBILE AND APPRECIATED ITS APPROACH, E.G., KLAERNER'S MESSAGE AND MAGGIAR'S HOSPITALITY TO PETRO-ZAIRE REPS. HE EXPLICITLY DISPARAGED PETROFINA. THOUGHT ALL COMPANIES HAD GANGED UP AGAINST PUBLIC INTEREST. UNLESS SOMETHING I DON'T KNOW, I ATTRIBUTE HIS UNREADINESS RECEIVE MOBILE REPS PERSONALLY TO HIS INADEQUATE FAMILIARITY WITH DETAILS OF ISSUES TO SUSTAIN TECHNICAL NEGOTIATIONS HIMSELF, NOT TO FEELING THAT MOBIL IS HOLD OUT, WHICH COMPANY FEARS IS CASE.

D. SUGGEST ADAM'S RANK AND JURISDICTION BE PLAYED UP. ALSO STRONGLY HOPE MOBUTU RECEIVES GROUP AT LEAST IN COURTESY VISIT TOWARD CLOSE OF VISIT. REGARDS, GUILLION. UNQUOTE.

2. LETTER FROM GUILLION TO AMBASSADOR, ENCLOSING COPY OF GUILLION'S SUPPLEMENTAL REPORT TO MOBIL ON MOBUTU TALK AND OTHER RELEVANT CORRESPONDENCE, WILL BE SENT KINSHASA BY COURIER POUCH MARCH 18. KISSINGER

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